

Message Text

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41

ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 EB-07 PA-01 PRS-01 USIA-06

CIAE-00 INR-07 NSAE-00 /033 R

DRAFTED BY NEA/ARP:PDMOLINEAUX:YW

APPROVED BY NEA/ARP:FMDICKMAN

DOC/BIC/CAGNE:GBECK (INFO)

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R 222121Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT

AMEMBASSY SANAA

LIMITED OFFICIAL USE STATE 120181

E.O. 11652: N/A

TAGS: ETRD, YE

SUBJECT: YAR NEGOTIATIONS TO ESTABLISH TV STATIONS IN YEMEN

REF: A) BEIRUT 6455; B) BEIRUT 6344; C) SANA 1096

D) STATE 10665; E) SANA 1076

1. AS REQUESTED REFTEL B, WE REPEATING TO BEIRUT REFTEL D,
WHICH IS RESPONSE TO REFTEL E.

2. APPRECIATE CLARIFICATION IN REFTEL C OF DIETZ STATUS VIS
A VIS RCA AS REPRESENTED TO YARG. HOWEVER, RCA VICE PRESI-
DENT DENNY SAYS DIETZ IS ALSO NOT "SOLE EXCLUSIVE
AGENT" FOR RCA (REFTEL C), AND HAS NO CONTRACTUAL RELATION-
SHIP WITH RCA WHATSOEVER. J. M. WATKINS IS NO LONGER
ASSOCIATED WITH RCA. DIETZ HAS NOT REPEAT NOT SO FAR CON-
TACTED RCA'S INTERNATIONAL OFFICE IN MINNEAPOLIS ABOUT
PURCHASES FOR YAR. IF AND WHEN HE DOES, RCA WOULD DEAL
WITH HIM AS INDEPENDENT OPERATOR. COMMENT: IT WOULD
APPEAR THAT ANY COMMITMENTS DIETZ HAS MADE WITH YARG FOR
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RCA EQUIPMENT ARE BASED SOLELY ON HIS KNOWLEDGE OF MARKET,

NOT ON ANY UNDERSTANDINGS WITH RCA. END COMMENT. RCA
CONTINUES PREPARED DEAL DIRECTLY WITH YARG AT ANY TIME.

3. FAILURE OF DIETZ AND RCA TO EFFECT EARLIER AGREEMENT
SHOULD NOT BE CONSTRUED AS REFLECTING ADVERSELY ON
DIETZ' REPUTATION AS INDEPENDENT ENTREPRENEUR AS AFFIRMED
IN REFTEL A.

4. SUGGEST EMBASSY SANA ADVISE YARG OF FOREGOING, IN
PARTICULAR THAT DIETZ IS NOT NEEDED AS MIDDLEMAN, AND
THAT WORKING THROUGH DIETZ IS STRICTLY YARG DECISION, NOT
RCA PREFERENCE. INGERSOLL

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Message Attributes

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